AS720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL	MAR 1990	MAR 1989	JUL-MAR 1989/90	JUL-MAR 1988/89
AL Alabama	11,916	4,689	57,452	51,056
AK Alaska	61	882	667	1,063
AZ Arizona	500	331	2,849	1,963
AR Arkansas	5,062	7,535	35,002	29,964
CA California	9,325	6,419	59,313	54,967
CO Colorado	1,561	1,611	7,434	6,209
CT Connecticut	105	388	1,791	6,468
DE Delaware	7,585	311	19,640	11,383
FL Florida	18,645	17,890	121,145	107,739
GA Georgia	23,596	16,432	109,785	104,822
HI Hawaii	4,578	0	8,411	8,612
ID Idaho	5,730	1,689	20,493	13,133
IL Illinois	22,666	19,237	529,185	418,950
IN Indiana	13,761	13,155	286,171	219,238
IA Iowa	10,140	18,056	413,517	384,197
KS Kansas	4,483	7,351	42,011	38,806
KY Kentucky	6,046	10,511	94,970	76,842
LA Louisiana	22,018	21,979	109,293	134,340
ME Maine	1,226	289	3,334	4,445
MD Maryland	3,444	700	21,347	23,156
MA Massachusetts	95	204	1,762	1,980
MI Michigan	3,778	4,957	122,891	106,664
MN Minnesota	11,357	11,481	269,018	231,116
MS Mississippi	10,718	12,842	26,610	26,098
MO Missouri	25,895	29,799	245,423	206,346
MT Montana	1,130	422	8,279	5,883
NE Nebraska	3,987	3,253	25,340	22,435
NV Nevada	461	0	791	61
NH New Hampshire	0	0	427	311
NJ New Jersey	1,186	760	3,823	3,726
NM New Mexico	325	1,200	3,166	14,389
NY New York	3,336	3,810	24,091	26,156
NC North Carolina	21,939	7,796	62,582	68,791
ND North Dakota	247	698	15,417	11,065
OH Ohio	16,755	16,152	331,389	307,008
OK Oklahoma	1,965	3,268	15,538	16,827
OR Oregon	8,685	5,445	25,961	18,837
PA Pennsylvania	5,739	10,030	38,651	35,056
RI Rhode Island	322	228	1,578	2,020
SC South Carolina	8,657	5,742	60,878	57,371
SD South Dakota	929	543	10,501	8,496
TN Tennessee	13,446	8,973	72,321	67,831
TX Texas	23,492	25,298	92,386	86,420
UT Utah	641	(4,787)	16,182	6,595
VT Vermont	263	394	2,178	1,036
VA Virginia	6,704	10,783	57,109	57,200
WA Washington	9,962	8,297	37,539	30,534
WV West Virginia	484	436	1,199	919
WI Wisconsin	8,042	12,800	180,538	187,481
WY Wyoming	529	371	1,894	1,277
TOTAL U.S.:	363,517	330,650	3,699,272	3,307,282
CANADA				
AB Alberta	2,125	2,013	13,972	12,777
BC Brit. Columbia	1,107	895	3,191	5,443
MB Manitoba	893	788	14,261	12,590
NB New Brunswick	1,086	1,292	5,849	7,894
NF Newfoundland	0	0	0	0
NS Nova Scotia	1,108	946	3,270	3,150
ON Ontario	17,495	12,012	78,470	92,851
PE Pr.Edward Isle	3,396	603	4,879	6,058
PQ Quebec	8,291	9,926	33,136	47,735
SK Saskatchewan	12,767	607	17,369	5,787
TOTAL CAN:	48,268	29,082	174,397	194,285
EXPORT SALES:	418,304	362,229	2,422,491	2,921,698
TOTAL AG SALES	830,089	721,961	6,296,160	6,423,265
Non-Ag U.S.	39,612	39,526	349,298	332,901
Canada	2,953	1,297	14,428	18,639
Exports	16,180	12,626	108,673	89,854
TOTAL NON-AG SALES	58,745	53,449	472,399	441,394
GRAND TOTAL	**888,834**	**775,410**	**6,768,559**	**6,864,659**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

MARCH 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,636	5,124	3,980	464	712	11,916
AK Alaska	0	61	0	0	0	61
AZ Arizona	57	16	255	0	172	500
AR Arkansas	76	16	4,053	888	29	5,062
CA California	3,220	2,055	2,072	102	1,876	9,325
CO Colorado	370	0	953	94	144	1,561
CT Connecticut	0	0	75	30	0	105
DE Delaware	0	6,994	0	437	154	7,585
FL Florida	5,714	5,566	2,740	1,866	2,759	18,645
GA Georgia	1,562	1,034	12,638	3,680	4,682	23,596
HI Hawaii	0	4,548	0	0	30	4,578
ID Idaho	237	865	4,011	394	223	5,730
IL Illinois	1,193	15,810	1,320	3,979	364	22,666
IN Indiana	893	9,879	2,137	642	210	13,761
IA Iowa	118	1,550	1,228	7,197	47	10,140
KS Kansas	277	581	2,273	1,118	234	4,483
KY Kentucky	3	2,472	856	346	2,369	6,046
LA Louisiana	4,051	717	17,223	0	27	22,018
ME Maine	0	0	1,182	0	44	1,226
MD Maryland	0	0	1,478	1,834	132	3,444
MA Massachusetts	0	62	0	0	33	95
MI Michigan	0	2,582	906	16	274	3,778
MN Minnesota	15	3,624	6,378	802	538	11,357
MS Mississippi	0	6,407	3,107	1,072	132	10,718
MO Missouri	1,450	6,219	16,740	1,202	284	25,895
MT Montana	21	140	925	44	0	1,130
NE Nebraska	231	529	1,710	782	735	3,987
NV Nevada	15	0	244	0	202	461
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	187	889	104	6	1,186
NM New Mexico	0	0	215	0	110	325
NY New York	62	124	2,679	205	266	3,336
NC North Carolina	1,492	2,133	12,430	3,727	2,157	21,939
ND North Dakota	0	102	137	8	0	247
OH Ohio	1,711	11,165	2,832	190	857	16,755
OK Oklahoma	165	138	1,579	50	33	1,965
OR Oregon	90	741	7,278	33	543	8,685
PA Pennsylvania	785	1,229	2,900	548	277	5,739
RI Rhode Island	0	0	238	62	22	322
SC South Carolina	1,087	302	5,434	621	1,213	8,657
SD South Dakota	0	431	469	16	13	929
TN Tennessee	273	8,560	3,994	398	221	13,446
TX Texas	1,132	4,037	13,220	2,942	2,161	23,492
UT Utah	298	0	337	0	6	641
VT Vermont	0	0	230	0	33	263
VA Virginia	61	689	3,595	1,233	1,126	6,704
WA Washington	18	2,946	5,313	1,075	610	9,962
WV West Virginia	0	425	59	0	0	484
WI Wisconsin	548	4,682	1,640	326	846	8,042
WY Wyoming	15	59	450	0	5	529
TOTAL U.S.:	28,876	114,801	154,402	38,527	26,911	363,517
CANADA						
AB Alberta	0	0	1,868	227	30	2,125
BC Brit. Columbia	0	21	1,008	26	52	1,107
MB Manitoba	0	41	735	117	0	893
NB New Brunswick	0	614	429	0	43	1,086
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	699	409	0	0	1,108
ON Ontario	862	10,789	4,453	0	1,391	17,495
PE Pr.Edward Isle	0	317	3,079	0	0	3,396
PQ Quebec	0	2,477	5,060	13	741	8,291
SK Saskatchewan	0	3,023	9,744	0	0	12,767
TOTAL CAN:	862	17,981	26,785	383	2,257	48,268
*EXPORT SALES:	352,131	8,047	29,321	7,152	21,653	418,304
TOTAL AG SALES	381,869	140,829	210,508	46,062	50,821	830,089
NON-AG U.S.	27,270	-	-	11,859	483	39,612
Canada	2,678	-	-	224	51	2,953
*Exports	1,129	-	-	15,051	0	16,180
TOTAL NON-AG SALES	31,077	-	-	27,134	534	58,745
GRAND TOTAL	**412,946**	**140,829**	**210,508**	**73,196**	**51,355**	**888,834**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

MARCH 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	573	573
Australia	1,965	7,685	16,000	0	0	25,650
Bangladesh	10,601	0	0	0	0	10,601
Brazil	859	0	3,665	0	0	4,524
Chile	25,588	362	0	0	4,257	30,207
China	54,697	0	0	0	14,854	69,551
Colombia	4,016	0	0	0	0	4,016
Costa Rica	942	0	3,501	0	509	4,952
Denmark	21,045	0	0	0	0	21,045
France	20,887	0	0	0	0	20,887
Guatemala	3,934	0	1,406	0	0	5,340
India	188	0	0	0	0	188
Indonesia	56,067	0	0	0	0	56,067
Jamaica	0	0	2,182	0	0	2,182
Japan	15,184	0	2,147	2,758	1,091	21,180
Korea	44,094	0	0	0	0	44,094
Malaysia	21,634	0	0	0	0	21,634
Mexico	1,134	0	0	0	308	1,442
New Zealand	0	0	0	0	30	30
Nigeria	6,614	0	0	0	0	6,614
Norway	10,806	0	0	0	0	10,806
Philippines	30,531	0	0	0	0	30,531
Puerto Rico	0	0	0	0	11	11
Sri Lanka	2,726	0	0	0	0	2,726
Switzerland	10,017	0	0	0	0	10,017
Taiwan	3,365	0	0	0	20	3,385
Thailand	3,444	0	0	0	0	3,444
OTHER COUNTRIES (A)	1,793	0	420	4,394	0	6,607
TOTAL AG:	352,131	8,047	29,321	7,152	21,653	418,304
NON-AGRICULTURAL						
Australia	0	-	-	2,081	0	2,081
Japan	138	-	-	6,415	0	6,553
Korea	376	-	-	6,555	0	6,931
Mexico	440	-	-	0	0	440
Pakistan	12	-	-	0	0	12
Taiwan	151	-	-	0	0	151
United Kingdom	12	-	-	0	0	12
TOTAL NON-AG:	1,129	-	-	15,051	0	16,180
TOTAL EXPORTS	**353,260**	**8,047**	**29,321**	**22,203**	**21,653**	**434,484**

NOTE A: 1,077 tons standard grade to Nepal,
369 tons standard grade to Guyana,
347 tons standard grade to Sweden,
420 tons granular grade to Trinidad, and
4,394 tons soluble grade to England.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

MARCH 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	5,124	2,755	382	8,261
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	187	187
CA California	0	780	124	102	1,006
CO Colorado	0	0	77	16	93
CT Connecticut	0	0	75	30	105
DE Delaware	0	6,994	0	437	7,431
FL Florida	5,500	5,505	2,680	1,866	15,551
GA Georgia	1,519	1,034	11,851	3,680	18,084
HI Hawaii	0	4,483	0	0	4,483
ID Idaho	0	865	1,929	394	3,188
IL Illinois	0	12,249	1,320	3,979	17,548
IN Indiana	532	6,895	1,139	642	9,208
IA Iowa	0	1,202	748	7,165	9,115
KS Kansas	0	0	0	29	29
KY Kentucky	0	2,472	856	62	3,390
LA Louisiana	3,631	0	9,875	0	13,506
ME Maine	0	0	1,182	0	1,182
MD Maryland	0	0	1,478	1,834	3,312
MA Massachusetts	0	62	0	0	62
MI Michigan	0	2,582	593	16	3,191
MN Minnesota	15	3,496	6,134	786	10,431
MS Mississippi	0	5,382	0	958	6,340
MO Missouri	0	2,805	999	637	4,441
MT Montana	0	140	868	44	1,052
NE Nebraska	0	529	306	782	1,617
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	187	889	104	1,180
NM New Mexico	0	0	0	0	0
NY New York	62	124	2,679	205	3,070
NC North Carolina	1,492	2,133	12,430	3,714	19,769
ND North Dakota	0	102	137	8	247
OH Ohio	1,711	11,165	2,832	190	15,898
OK Oklahoma	0	0	0	0	0
OR Oregon	0	662	3,108	33	3,803
PA Pennsylvania	785	1,229	2,900	548	5,462
RI Rhode Island	0	0	238	62	300
SC South Carolina	1,087	302	5,434	621	7,444
SD South Dakota	0	431	469	16	916
TN Tennessee	243	8,560	1,159	371	10,333
TX Texas	0	0	0	0	0
UT Utah	0	0	41	0	41
VT Vermont	0	0	230	0	230
VA Virginia	61	689	3,580	1,233	5,563
WA Washington	18	2,946	5,262	1,075	9,301
WV West Virginia	0	425	59	0	484
WI Wisconsin	548	4,682	1,640	326	7,196
WY Wyoming	0	59	41	0	100
TOTAL U.S.:	17,204	96,356	88,117	32,534	234,211
CANADA					
AB Alberta	0	0	1,868	227	2,095
BC Brit. Columbia	0	21	1,008	26	1,055
MB Manitoba	0	41	735	117	893
NB New Brunswick	0	614	429	0	1,043
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	699	409	0	1,108
ON Ontario	862	10,789	4,453	0	16,104
PE Pr.Edward Isle	0	317	3,079	0	3,396
PQ Quebec	0	2,477	5,060	13	7,550
SK Saskatchewan	0	3,023	9,744	0	12,767
TOTAL CAN:	862	17,981	26,785	383	46,011
*EXPORT SALES:	345,472	7,685	25,236	7,152	385,545
TOTAL AG SALES	363,538	122,022	140,138	40,069	665,767
NON-AG U.S.	14,185	-	-	11,744	25,929
Canada	2,678	-	-	224	2,902
*Exports	689	-	-	15,051	15,740
TOTAL NON-AG SALES	17,552	-	-	27,019	44,571
GRAND TOTAL	**381,090**	**122,022**	**140,138**	**67,088**	**710,338**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MARCH 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	1,965	7,685	16,000	0	25,650
Bangladesh	10,601	0	0	0	10,601
Chile	22,211	0	0	0	22,211
China	54,697	0	0	0	54,697
Colombia	4,016	0	0	0	4,016
Costa Rica	0	0	3,501	0	3,501
Denmark	21,045	0	0	0	21,045
France	20,887	0	0	0	20,887
Guatemala	3,934	0	1,406	0	5,340
India	188	0	0	0	188
Indonesia	56,067	0	0	0	56,067
Jamaica	0	0	2,182	0	2,182
Japan	15,184	0	2,147	2,758	20,089
Korea	44,094	0	0	0	44,094
Malaysia	21,634	0	0	0	21,634
Nigeria	6,614	0	0	0	6,614
Norway	10,806	0	0	0	10,806
Philippines	30,531	0	0	0	30,531
Sri Lanka	2,726	0	0	0	2,726
Switzerland	10,017	0	0	0	10,017
Taiwan	3,365	0	0	0	3,365
Thailand	3,444	0	0	0	3,444
OTHER COUNTRIES (A)	1,446	0	0	4,394	5,840
TOTAL AG:	345,472	7,685	25,236	7,152	385,545
NON-AGRICULTURAL					
Australia	0	-	-	2,081	2,081
Japan	138	-	-	6,415	6,553
Korea	376	-	-	6,555	6,931
Pakistan	12	-	-	0	12
Taiwan	151	-	-	0	151
United Kingdom	12	-	-	0	12
TOTAL NON-AG:	689	-	-	15,051	15,740
TOTAL EXPORTS	**346,161**	**7,685**	**25,236**	**22,203**	**401,285**

NOTE A: 1,077 tons standard grade to Nepal,
369 tons standard grade to Guyana, and
4,394 tons soluble grade to England.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

MARCH 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,636	0	1,225	82	712	3,655
AK Alaska	0	0	0	0	0	0
AZ Arizona	57	16	255	0	172	500
AR Arkansas	76	16	4,053	701	29	4,875
CA California	3,220	1,275	1,948	0	1,876	8,319
CO Colorado	370	0	876	78	144	1,468
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	154	154
FL Florida	214	61	60	0	2,759	3,094
GA Georgia	43	0	787	0	4,682	5,512
HI Hawaii	0	65	0	0	30	95
ID Idaho	237	0	2,082	0	223	2,542
IL Illinois	1,193	3,561	0	0	364	5,118
IN Indiana	361	2,984	998	0	210	4,553
IA Iowa	118	348	480	32	47	1,025
KS Kansas	277	581	2,273	1,089	234	4,454
KY Kentucky	3	0	0	284	2,369	2,656
LA Louisiana	420	717	7,348	0	27	8,512
ME Maine	0	0	0	0	44	44
MD Maryland	0	0	0	0	132	132
MA Massachusetts	0	0	0	0	33	33
MI Michigan	0	0	313	0	274	587
MN Minnesota	0	128	244	16	538	926
MS Mississippi	0	1,025	3,107	114	132	4,378
MO Missouri	1,450	3,414	15,741	565	284	21,454
MT Montana	21	0	57	0	0	78
NE Nebraska	231	0	1,404	0	735	2,370
NV Nevada	15	0	244	0	202	461
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	6	6
NM New Mexico	0	0	215	0	110	325
NY New York	0	0	0	0	266	266
NC North Carolina	0	0	0	13	2,157	2,170
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	857	857
OK Oklahoma	165	138	1,579	50	33	1,965
OR Oregon	90	79	4,170	0	543	4,882
PA Pennsylvania	0	0	0	0	277	277
RI Rhode Island	0	0	0	0	22	22
SC South Carolina	0	0	0	0	1,213	1,213
SD South Dakota	0	0	0	0	13	13
TN Tennessee	30	0	2,835	27	221	3,113
TX Texas	1,132	4,037	13,220	2,942	2,161	23,492
UT Utah	298	0	296	0	6	600
VT Vermont	0	0	0	0	33	33
VA Virginia	0	0	15	0	1,126	1,141
WA Washington	0	0	51	0	610	661
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	846	846
WY Wyoming	15	0	409	0	5	429
TOTAL U.S.:	11,672	18,445	66,285	5,993	26,911	129,306
CANADA						
AB Alberta	0	0	0	0	30	30
BC Brit. Columbia	0	0	0	0	52	52
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	43	43
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	1,391	1,391
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	741	741
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	2,257	2,257
*EXPORT SALES:	6,659	362	4,085	0	21,653	32,759
TOTAL AG SALES	18,331	18,807	70,370	5,993	50,821	164,322
NON-AG U.S.	13,085	-	-	115	483	13,683
Canada	0	-	-	0	51	51
*Exports	440	-	-	0	0	440
TOTAL NON-AG SALES	13,525	-	-	115	534	14,174
GRAND TOTAL	**31,856**	**18,807**	**70,370**	**6,108**	**51,355**	**178,496**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

MARCH 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	573	573
Brazil	859	0	3,665	0	0	4,524
Chile	3,377	362	0	0	4,257	7,996
China	0	0	0	0	14,854	14,854
Costa Rica	942	0	0	0	509	1,451
Japan	0	0	0	0	1,091	1,091
Mexico	1,134	0	0	0	308	1,442
New Zealand	0	0	0	0	30	30
Puerto Rico	0	0	0	0	11	11
Taiwan	0	0	0	0	20	20
OTHER COUNTRIES (A)	347	0	420	0	0	767
TOTAL AG:	6,659	362	4,085	0	21,653	32,759
NON-AGRICULTURAL						
Mexico	440	-	-	0	0	440
TOTAL NON-AG:	440	-	-	0	0	440
TOTAL EXPORTS	**7,099**	**362**	**4,085**	**0**	**21,653**	**33,199**

NOTE A: 347 tons standard grade to Sweden and
420 tons granular grade to Trinidad.